

# SMALL BUSINESS UPDATE



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# SMALL BUSINESS OVERVIEW

- ECONOMY
- MISSION
- GOALS/ACTUALS
- DOING BUSINESS WITH LANTDIV
- SMALL BUSINESS OPPORTUNITIES
- SUBCONTRACTING OPPORTUNITIES

# ECONOMY

- In 2002, there were 22.9 million small businesses in the U.S.
- Small firms employ more than half of all private sector employees.
- Small firms generate 60 to 80 percent of new new jobs annually.
- Small firms pay 44.5 percent of total U.S. private payroll.

# MISSION OF LANTDIV

- GLOBAL ENGINEERING ORGANIZATION
- LANTDIV IS ONE OF FOUR EFD'S
- PLAN, DESIGN, AND CONSTRUCT SHORE FACILITIES FOR THE U.S. NAVY AND MARINE CORPS.

# COMPONENTS OF LANTDIV

- HEADQUARTERS/MID-ATLANTIC
- EFA, NORTHEAST
- EFA, CHESAPEAKE
- EFA, MEDITERRANEAN
- OICC, NAPLES
- EFA, ATLANTIC (NAVAL RESERVE UNITS)

# GEOGRAPHIC COVERAGE

- MID-ATLANTIC AND NORTHEAST REGIONS OF THE U.S; THE ATLANTIC, CARIBBEAN, MEDITERRANEAN AND PERSIAN GULF AREAS; THE UNITED KINGDOM, AND AFRICA

# **SERVICES PROVIDED**

- DESIGN AND RELATED SERVICES
- POST DESIGN AND CONSTRUCTION SERVICES
- HOUSING SERVICES
- PUBLIC WORKS SUPPORT SERVICES
- ENVIRONMENTAL SUPPORT SERVICES
- PLANNING AND RELATED SERVICES
- REAL ESTATE SERVICES

# **PURCHASE STATISTICS**

- NAVFAC AWARDED APPROX. 2 BILLION TO SMALL BUSINESS IN FY 02
- LANTDIV AWARDED APPROX. 645 MILLION AWARDED TO SMALL BUSINESS IN FY 02 (39.1% OF THE TOTAL BUSINESS)
- TARGETS ESTABLISHED FOR SMALL BUSINESS, SDB, WOSB, HUBZONE, SERVICE DISABLED VETERAN OWNED SMALL BUSINESS, AND HBCU/MI

# PRIME CONTRACT AWARDS FY 02

## GOALS

**SB 39.1%**

**SDB 15.1%**

**WOSB 4.6%**

**HUBZONE 2.5%**

**SDVOSB 3%**

## ACTUALS

**SB 41.33%**

**SDB 18.8%**

**WOSB 5.05%**

**HUBZONE 3%**

**SDVOSB .29%**

# INNOVATIONS

- SBSA'S FOR A & E REQUIREMENTS
- 8(A) MACC CONSTRUCTION CONTRACTS
- PLAN TO SET ASIDE FOR HUBZONES A REGIONAL TASK ORDER CONTRACT
- CONSTRUCTION/CARPET/HVAC 8(a) BPA'S
- RECURRING MAINTENANCE CONSTRUCTION/SERVICE CONTRACTS

# **GUIDE FOR DOING BUSINESS**

- REGISTER ON PRONET
- USE SUBNET
- ESTABLISH WEB SITE
- ATTEND CONFERENCES
- MARKET FIRM TO GOVT.  
OFFICES
- USE LARGE BUSINESS PRIME  
CONTRACTOR LISTS

# **GUIDE FOR DOING BUSINESS CONT.**

- USE INTERNET SITES TO IDENTIFY CURRENT AND FUTURE NAVY PROCUREMENT OPPORTUNITIES (e.g., FEDBIZOPPS, ESOL)
- GIVE TECHNICAL CAPABILITY BRIEFINGS
- PROVIDE QUALITY AND TIMELY SERVICES
- WHEN YOU PROMISE A COMPLETION DATE, MAKE IT HAPPEN - ADVISE YOUR CUSTOMER IF THERE IS A PROBLEM

# **GUIDE FOR DOING BUSINESS CONT.**

- USEFUL INTERNET SITES
  - [www.lantdiv.navfac.navy.mil](http://www.lantdiv.navfac.navy.mil) (Atlantic Division's internet site)
  - [www.fedbizopps.gov](http://www.fedbizopps.gov) (edbizopps)
  - [lrae.abm.rda.hq.navy.mil](http://lrae.abm.rda.hq.navy.mil) (Long Range Acq. Estimates Web Site)
  - [http://esol.navfac.navy.mil](http://http://esol.navfac.navy.mil) (electronic solicitations)
  - [www.sba.gov](http://www.sba.gov)

# SMALL BUSINESS OPPORTUNITIES

- Facilities Maintenance Services  
Contract planned for 4<sup>th</sup> quarter FY 04 award
- Regional Annual Task Order Contracts are planned. One contract is planned as a HUBZone set aside est. between \$5 to \$7 million per year.
- Annual A/C Maintenance at NNSY to be SBSA

# SMALL BUSINESS OPPORTUNITIES (CONT)

- Annual Asbestos Lead and Testing to be SBSA
- 8(a) competitive annual chain link fencing , repair, installation for Mid-Atlantic Region est. from \$10 to \$25 million for three years
- Annual Maintenance and Repair of MHE Forklift Batteries

# **SMALL BUSINESS OPPORTUNITIES (cont.)**

- Environmental contract covering various biological, research, development and resources support services. Estimated at \$5 million for five years.

# **SUBCONTRACTING OPPORTUNITIES**

- Multiple Award Contract (MAC) for construction, renovation, alternation, and repair projects for Hampton Roads est. at \$15 million per year per contractor with three option years
- Admin. MAC est. at \$150 million per contractor per year with four option years

# **SUBCONTRACTING OPPORTUNITIES**

- Hangar/Industrial Facility MAC with task order value between \$10 million and \$75 million for five years. Total value of all contracts NTE \$700 million.
- Medical/Dental MAC with task order between \$5 million and \$25 million for five years-total value of all contracts NTE \$250 million

# SUBCONTRACTING OPPORTUNITIES

## (Cont.)

- Remedial Action Contract est. at \$25 million per year, with a task order value ranging from \$2K to \$50 million for five years
- Comprehensive Long-Term Environmental Contract est. at \$25 million per year, with task order value from \$500 to \$25 million with a base year and nine option years